

FACTSHEET

Joint Service/Missile Defense Agency (MDA)/Industry Small Business Innovation Research (SBIR) Commercialization Pilot Program (CPP) Technology Interchange Workshop

This announcement is an expression of interest only and does not obligate the government in any way. Contractor responses to this announcement are voluntary and do not affect any future acquisitions. Please respond to the Government SBIR POC, Mr. Richard Flake, 937-255-0706, Richard.Flake@wpafb.af.mil, within 20 business days of publication to have your company considered for this opportunity. Official notification expressing an interest to participate is acceptable by email.

BACKGROUND: Since 2007, the Air Force CPP program has held “technology match” workshops for Program Executive Officer organizations. The AF Transition Support Program identifies small businesses with Phase II SBIR projects to participate in these workshops by data mining DOD SBIR databases against AF product center technology-based needs.

In 2008, the Navy and Air Force initiated “technology match” workshops that are based on technology-based needs of individual major contractors. Note that data mining SBIR Phase II projects corresponding to technology-based needs are the responsibility of the host company for this new industry interchange workshop approach.

As proven in previous SBIR CPP workshops, the “technology match” concept is effective and beneficial to both the government and industry. The Air Force through this

process generated greater than 100 SBIR Technology Transition Plans (STTP). This directly supports Congress's mandate to identify and accelerate those technologies developed by small businesses that participate in the SBIR program into Air Force acquisition systems. In response to these successes, DOD Components led by the Air Force are soliciting major contractors to participate in "technology match" workshops for 2009.

Requirements: Participating major contractors must provide the following if selected to participate in the Industry workshops: (For selection to participate – a subsequent section titled, "Limitations" discusses the "selection approach" for major contractors).

In General, the major contractor will:

- Schedule a Kick-off telecom
- Designate a project officer for the workshop
 - Must be someone who can dedicate time to work the details of the workshop
 - Coordinate and facilitate telecoms to update participants on preparation status
 - Provide a list of company personnel that will act as facilitators in each room at the workshop
- Propose date(s) for workshop
 - Plan a two (2) day event
 - Should fall on Tuesday through Thursday to preclude weekend travel
 - Scheduling of Workshops will be between June and December 2009 without exception.
 - Recommend timeline for submittal of tech needs and venue details

- Submit a list of unclassified technology-based needs by a date determined following kick-off telecom
 - Needs may come from the entire corporation or only one business unit, if desired
 - Needs may come from one or more of your suppliers if those suppliers agree to be in attendance and participate in the workshop
 - Each need must have a title, service, relevant program, SME with contact information, and descriptive paragraph (an example will be provided)
 - Data mining SBIR Phase II projects corresponding to technology-based needs to identify potential small business participants in CPP Technology Interchange workshops.
- Designate a venue for your company's workshop
 - This can be a company facility on-or off-site
 - Note: all costs associated with the Workshop venue are the responsibility of the major contractor hosting the event
 - Food and beverage expenses can be covered by instituting a registration fee (discussion topic following selection)

NOTE: Identification of “technology-based needs” is not a requirement when initially responding to this announcement. Initial response is only a notification of intent for consideration to participate.

In general, the Government teams will provide the following:

- Invitations and attendance coordination for each small business selected
 - DOD components acting as an “honest broker” transmit invitations from industry to small businesses.

- Facilitators for each 45-minute one-on-one session between major contractors and small businesses
- One-on-one schedules at least seven workdays prior to the date of the event
- Transition Agent follow up activities on those SBIR Phase II efforts that company SMEs express interest in entering into a teaming agreement with a small business, SBIR Technology Transition Plan (STTP).

Small Business attendance is by major contractor “invitation only.”

Criteria for major contractor participation: For major contractors, we will use the following criteria for consideration to participate in these pilot workshop activities:

1. Meet the Defense Federal Acquisition Regulations (DFAR) 31.205-18(a) (iii) definition of a major contractor (see

<http://farsite.hill.af.mil/reghtml/regsfar2afmcfars/fardfars/dfars/dfars231.htm#P712101>),

or

2. Meet the Defense Contract Audit Agency (DCAA) criteria of major contractor (Any contractor that had \$90 million or more in annual auditable costs for the prior fiscal year).

Restrictions: These meetings are unclassified, U.S. Defense companies only. In order to attend, you must be either a DOD employee or DOD contractor with a valid DD Form 2345, Militarily Critical Technical Data Agreement.

Limitations: Due to resource constraints, we anticipate having to select a limited group of major contractors to participate in these workshop activities. If necessary, the DOD components will use a “lottery” or random selection approach to identify which major contractors participate in the FY09 workshops. **NOTE: Due to resource constraints, the Navy, Army, and MDA will not participate in every scheduled workshop. This will be a topic of discussion during the first telecom following selection notification.**

Points of Contact (POCs): Major contractors, should respond **within 20 business workdays** of the announcement publication by notifying the Government SBIR POC, Mr. Richard Flake, 937-255-0706, Richard.Flake@wpafb.af.mil with your request to participate in a pilot workshop. Official notification expressing an interest to participate is acceptable by email.